GSA Solutions Federal Strategic Sourcing Initiative
GSA FSSI Program

Strategic sourcing is the structured and collaborative process of critically analyzing an organization's spending patterns to better leverage its purchasing power, reduce cost and improve overall performance.

The primary goals of FSSI are

- Collaborate with industry to develop optimal solutions
- Strategically source across federal agencies
- Create a strategic sourcing community of practice
- Establish mechanisms to increase total cost savings, value, and socioeconomic participation
- Share best practices

DDS2 - Domestic Delivery Services

www.gsa.gov/dds

- Domestic delivery for both air and ground shipments between the 48 states and the DC and from CONUS to Alaska, Hawaii, and Puerto Rico
- Significant savings up to 34% savings compared to MAS rates
- Tiered discounts – so as the collective volume increases, so do the discounts
- Avoid fuel surcharges on express and ground parcel shipments
- Money-back guarantee for all air and ground services
- Online air bill creation, package tracking, and account management

OS2 FSSI Office Supplies 2nd Generation
www.gsa.gov/fssiofficesupplies

This cross-agency strategic sourcing initiative allows the government to combine its purchasing power, analyze spending to understand how and what we are buying, and follows all government regulations.

Value to the Customer

- Government Savings
    - Total spend from June 2010 to August 2012 = $451.6M
    - Current savings average 11.9% ($60.8M), up to 32% •

- Data Collection
    - Identified top 379 office supplies purchased by government; leveraged buying power for those items •

- Enable Agency Socio-economic Goals •
    - 76% of FSSI OS2 spend goes to small businesses

Three Pools of Vendors
- Pool 1: 9 BPAs
    - Full Office Supplies catalog
    - Focused on socioeconomic participation & price
    -
- Pool 2: 3 BPAs
    - Full Office Supplies catalog
    - Emphasis on price

- Pool 3: 3 BPAs
    - Toner Catalog
    - Emphasis on socio-economic concerns & price www

Print Management Services
www.gsa.gov/fssiprint

This solution will help agencies identify the makeup of their printer and copier fleets and analyze spending performance to gain an increased insight into the true costs of printing.

- Reduce total cost of ownership
- Streamline the acquisition process
- Develop best practices in print management
- Address socioeconomic goals
- Most importantly... Save Paper and Trees!

Functional Areas:

- Fleet Assessment - device discovery, data collection, spend analysis, baseline identification, cost reduction plans and optimization
- Device Plus and Customizable Solutions - multi-functional devices (MFDs) or single-function network printers, consumables (excluding paper), maintenance and repairs, & reporting

- Agencies can adopt the FSSI PM solution for their entire enterprise fleet.. for only printer or copiers/MFDs.. for individual office locations.. or any combination thereof!

Printwise Campaign - changing the way government prints

Seven Steps to Lowering Print Costs within 90 Days

1. Set your default to "duplex" (double-sided) printing
2. Set your default to "black and white" (rather than "color") printing
3. Set your default to "draft" quality (rather than "high" quality) printing
4. Improve your use of sleep mode for your printers
5. Set your computer's default font to one of the approved toner-efficient fonts (Times New Roman, Garamond, Century Gothic)
6. Encourage the removal of personal printers
7. No new purchases of personal printers

Wireless Service and Devices
http://www.gsa.gov/portal/category/100931
** Not yet available, April/May 2013 ?????

The Wireless FSSI program will improve the procurement and management of wireless services across government. Agencies will be able to implement cellular service plans and devices more effectively and efficiently through the following:

- unified acquisition – consolidates the number and variety of disperse wireless contracts to reduce life-cycle management costs and drive better volume discounts
- improved information management – simplifies service plan management and enables centralized access to standardized usage data to easily identify opportunities for cost savings

- center of excellence – leverages best practices and collaboration across agencies and the entire community of stakeholders to optimize performance and increase value

Benefits
- Consolidate multiple wireless services, plans, and devices across the enterprise into a streamlined program
- Select the contractor with the best quality, price, and service coverage
- Save 15-20% with volume-pricing and price-maintenance controls (Prices vary up to 200% currently)
- Collect and analyze inventory and account data electronically
- Conveniently order through the flexible Blanket Purchase Agreement (BPA), with online aids and GSA support
- Quickly replace devices and comply with federal legislation and security regulations

Features
- Federal agencies, state and local govs may use the Wireless FSSI BPA
- BPA based on GSA IT Schedule 70, SIN 132-53, with a 5-year period of performance
- Agencies order directly from the contractor selected in accordance with FAR 8.405-3
- 2% total fee (including Schedule 70 fee) is included in contractors' prices
- Allows devices purchased outside the program to use BPA's plans and services
- Includes selection of no-charge devices, with device refresh after 18 months
- Adheres to federal policies and administrative priorities

Offerings
- Variety of wireless devices, including 4th Generation smartphones, Mi-Fi and Wi-Fi devices, cellphones, wireless modems, tablets, and M2M devices.
- Infrastructure/subsystems and accessories
  - Licenses & support for management, security, enterprise messaging, and disposal & disposition reporting Network connectivity and other coverage enhancements

- o Business portal interface - integrate your management system for improved access to vendor data for ordering, inventory, billing, and reporting
- Standardized wireless and cellular domestic service plans across all BPA vendors

Janitorial and Sanitation Products & Maintenance, Repair and Operations Products

Jan/San & MRO Products

Jan/San
Toilet paper, bleach, trash bags, paper towels, mops, floor buffers **excluding services**

MRO
Hardware, power tools, pipes, valves, electrical equipment, lighting ** excludes services
** Award by end of FY 13 ??

 strategicsourcing.gov
www.gsa.gov/fssi
More to come in 2014

Prezi Presentation
http://prezi.com/vvfgjzw0jvrh/gsa-fssi/?kw=view-vvfgjzw0jvrh&rc=ref-16703197